

## Message Text

UNCLASSIFIED

PAGE 01 HONG K 06185 161058Z  
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W  
-----111354 161120Z /23  
P 160900Z MAY 78  
FM AMCONSUL HONG KONG  
TO USDOC WASHDC PRIORITY  
INFO SECSTATE WASHDC 401

UNCLAS HONG KONG 6185

COMMERCE FOR FOREIGN BUYERS PROGRAM

E.O. 11652: N/A  
TAGS: BEXP BTRA HK  
SUBJECT: VISIT TO US OF TOP MANAGEMENT OF HONG KONG LAND COMPANY LTD.

REF: HK A-3, DTD, 1-16-78

1. SUMMARY: TOP THREE OFFICERS OF MAJOR HONG KONG REAL ESTATE DEVELOPER AND THEIR ARCHITECT WILL VISIT U.S. IN JUNE 1978 TO VIEW MAJOR URBAN REPEAT URBAN SHOPPING CENTERS AND MEET WITH THEIR MANAGEMENT. EXCELLENT OPPORTUNITY TO EXPOSE THIS MULTI MILLION DOLLAR DEVELOPER TO AMERICAN BUILDING MATERIALS, EQUIPMENT, AND SYSTEMS. END SUMMARY. 2

2. FOLLOWING GROUP FROM HONG KONG LAND COMPANY LTD. (SEE P. 16, I. OF REFAIR) WILL ARRIVE U.S. JUNE 2:  
MR. T.J. BEDFORD, DIRECTOR & GENERAL MANAGER  
MR. T.W. KNIGHT, ASSISTANT GENERAL MANAGER, PROPERTY MANAGEMENT & SALES GROUP  
MR. W.F. POWELL, ASSISTANT GENERAL MANAGER, PROJECT MANAGER GROUP  
MR. J. KINOSHITA, PARTNER, PALMER & TURNER, ARCHITECTS

3. PURPOSE OF VISIT: VISIT MAJOR RECENT AMERICAN URBAN SHOPPING CENTER DEVELOPMENTS AND MEET WITH THEIR MANAGEMENT WITH VIEW TO INCORPORATING DESIGN FEATURES AND OPERATING METHODOLOGIES IN MAJOR  
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REDEVELOPMENT OF CENTRAL HONG KONG.

4. U.S. INTEREST: SUBJECT FIRM IS MAJOR HONG KONG REAL ESTATE GROUP (SUPERMARKETS, FOOD PROCESSING PLANTS, CATERING, STORAGE FACILITIES AND RESTAURANTS). OTHER OPERATIONS IN AUSTRALIA, INDONESIA, MALAYSIA AND SINGAPORE. BECAUSE FIRM INVOLVED IN CURRENT CONSTRUCTION AND FUTURE PLANNING

WORTH TENS OF MILLIONS OF US\$, THIS VISIT OFFERS EXCELLENT EXPOSURE TO LATEST AMERICAN BUILDING MATERIALS, EQUIPMENT, AND SYSTEMS. NOTE FIRM'S CHIEF ARCHITECT TRAVELING WITH THEM.

5. GROUP'S ITINERARY FOLLOWS:

FRIDAY, 2ND JUNE

DEP. HONG KONG 1.45 P.M. PA006

ARR. SAN FRANCISCO 11.00 A.M. (WILL STAY AT FAIRMONT HOTEL)

WILL VISIT THE FOLLOWING SHOPPING CENTERS:

NAME OF CONTACT

GHIRARDELL SQUARE VIRGIL P. CASELLI, V.P.

AND GENERAL MANAGER

THE CANNERY ?

FARMERS MARKET ?

EMBARCADERO CENTER ?

TUESDAY, 6TH JUNE

DEP. SAN FRANCISCO 12.25 P.M. NA038

ARR. HOUSTON 5.45 P.M. (WILL STAY AT GALLERIA PLAZA HOTEL)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME

GALLERIA ?

THURSDAY, 8TH JUNE

DEP. HOUSTON 12.00 NOON BN402

ARR. DETROIT 4.35 P.M. (WILL STAY AT DETROIT PLAZA)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME OF CONTACT

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RENAISSANCE CENTER DETROIT DEVELOPMENT CORPN.?

(WHO THERE?)

SATURDAY, 10TH JUNE

DEP. DETROIT 10:10 A.M. AA415

ARR. CHICAGO 10:07 A.M. (WILL STAY AT WATER TOWER HYATT HOTEL)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME OF CONTACT

WATER TOWER PLACE TOM KLUTZNICK, URBAN

INVESTMENT & DEVELOPMENT CO.

MONDAY, 12TH JUNE

DEP. CHICAGO 9:50 A.M. TM117

ARR. KANSAS CITY 11.03 A.M. (WILL STAY AT CROWN CENTER HOTEL)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME OF CONTACT

CROWN CENTRE JAMES C. MCCLUNE, PRESIDENT

CROWN CENTER REDEVELOPMENT

CORPN.

TUESDAY, 13TH JUNE

DEP. KANSAS CITY 9.03 A.M. UA811

ARR. DENVER 9:32 A.M. (WILL STAY AT FAIRMONT, IF THIS NOT

OPERATIONAL YET, HILTON)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME OF CONTACT

LARIMER SQUARE PHILIP MILSTEIN, EXEC. DIR.  
DOWNTOWN DENVER INC.

WEDNESDAY, 14TH JUNE

DEP. DENVER 10.30 A.M. UA193

ARR. LOS ANGELES 11.44 A.M. (WILL STAY AT BONAVENTURE HOTEL)

WILL VISIT THE FOLLOWING SHOPPING CENTER:

NAME OF CONTACT

BROADWAY PLAZA JOHN S. EIKENMEYER, V.P.  
& GEN. MGR.

FRIDAY, 16TH JUNE

DEP. LOST ANGELES 2.00 P.M. UA063

ARR. SAN FRANCISCO 3.04 P.M.

DEP. SAN FRANCISCO 4.00 P.M. PA005

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ARR. HONG KONG 8.55 P.M. SATURDAY, 17TH JUNE

6. ACTION REQUESTED: (A) WHERE CONTACT NOT SHOWN, PLEASE DETERMINE  
CE CENTER MANAGEMENT, MAKE AN APPOINTMENT FOR GIVEN TIME FRAME,  
AND ADVISE. (B) WHERE CONTACTS GIVEN, PLEASE CONFIRM 8) CONTACT  
STILL CURRENT AND II) CONFIRM APPOINTMENT. HONG KONG LAND  
HAS WRITTEN CONTACTS NAMED, BUT UNSURE IF NAMES CURRENT.  
SHOESMITH

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 16 may 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** n/a  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:**  
**Disposition Date:** 01 jan 1960  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Enclosure:** n/a  
**Executive Order:** N/A  
**Errors:** N/A  
**Expiration:**  
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**From:** HONG KONG  
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**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
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**Reference:** n/a  
**Retention:** 0  
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**Review Content Flags:**  
**Review Date:** 22 mar 2005  
**Review Event:**  
**Review Exemptions:** n/a  
**Review Media Identifier:**  
**Review Release Date:** n/a  
**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**SAS ID:** 2681040  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** VISIT TO US OF TOP MANAGEMENT OF HONG KONG LAND COMPANY LTD.  
**TAGS:** BEXP, BTRA, HK  
**To:** COM  
**Type:** TE  
**vdkgvwkey:** odbc://SAS/SAS.dbo.SAS\_Docs/6051c19c-c288-dd11-92da-001cc4696bcc  
**Review Markings:**  
Sheryl P. Walter  
Declassified/Released  
US Department of State  
EO Systematic Review  
20 Mar 2014  
**Markings:** Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014